

	GROSS/ Ticket Price(s)	ARTIST(S) Venue, Date	Attendance Capacity	Promoter
1	\$1,210,690 \$133.50/\$34	JIMMY BUFFETT Amway Center, Orlando, Fla., Feb. 4	13,387 14,223	Live Nation
2	\$1,208,882 \$134/\$34	JIMMY BUFFETT Veterans Memorial Arena, Jacksonville, Fla., Jan. 31	11,723 sellout	Live Nation
3	\$942,690 \$68.50/\$58.50	TOOL, YOB Izod Center, East Rutherford, N.J., Feb. 1	14,972 sellout	Metropolitan Talent Presents
4	\$621,377 \$75	BOB SEGER & THE SILVER BULLET BAND, FRANKIE BALLARD 1st Mariner Arena, Baltimore, Nov. 25	8,015 13,249	Live Nation
5	\$620,988 \$65/\$39	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Pepsi Center, Denver, Jan. 21	11,342 sellout	Live Nation
6	\$610,207 \$49.75/\$25	JASON ALDEAN, LUKE BRYAN, LAUREN ALAINA UI Assembly Hall, Champaign, Ill., Feb. 4	15,128 sellout	Live Nation
7	\$606,727 \$49.75/\$25	JASON ALDEAN, LUKE BRYAN, LAUREN ALAINA Chesapeake Energy Arena, Oklahoma City, Feb. 2	14,453 sellout	Live Nation
8	\$599,028 (£383.255) \$93.78/\$39.08	JINGLE BALL: EXAMPLE, JLS, PIXIE LOTT & OTHERS Manchester Arena, Manchester, England, Dec. 1	12,687 12,994	Key 103
9	\$594,998 \$89/\$59	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Mandalay Bay Events Center, Las Vegas, Jan. 28	8,413 sellout	Mandalay Bay Resort & Casino, Live Nation
10	\$577,165 (£371.425) \$38.85	RUSSELL HOWARD O2 Arena, London, Dec. 19	14,857 15,400	Avalon
11	\$559,334 \$59/\$39	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Van Andel Arena, Grand Rapids, Mich., Jan. 12	10,232 sellout	Live Nation
12	\$555,459 (£591.403 Canadian) \$68.76/\$42.05	TOOL, INTRONAUT John Labatt Centre, London, Ontario, Jan. 26	8,640 sellout	Live Nation
13	\$533,731 (£344.745) \$85.15/\$46.45	DURAN DURAN, COCKNIBULLKID Manchester Arena, Manchester, England, Dec. 16	7,428 8,105	SJM Concerts
14	\$533,119 (£341.310) \$46.86	KASABIAN, MILES KANE, VARIOUS CRUELITIES Manchester Arena, Manchester, England, Dec. 7	11,377 12,738	Live Nation
15	\$513,425 \$59/\$39	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Bradley Center, Milwaukee, Jan. 13	11,221 12,500	Live Nation
16	\$504,552 \$59/\$39	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Intrust Bank Arena, Wichita, Kan., Jan. 20	9,739 sellout	Live Nation
17	\$498,775 \$59/\$39	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Idaho Center, Nampa, Idaho, Jan. 26	8,902 sellout	Live Nation
18	\$497,668 \$59/\$39	BRAD PAISLEY, THE BAND PERRY, SCOTTY MCCREERY Maverik Center, West Valley City, Utah, Jan. 27	8,899 sellout	Live Nation, United Concerts
19	\$467,451 \$59.50/\$45.50/ \$40.50	ZAC BROWN BAND, SONIA LEIGH, NIC COWAN Ford Center, Evansville, Ind., Dec. 28	9,008 sellout	Jam Productions, Outback Concerts
20	\$463,089 (£452.841 Australian) \$92.04/\$71.58	BREAKOUT!: LMFAO, ARMIN VAN BUUREN, AFROJACK & OTHERS Hordern Pavilion, Sydney, Dec. 2	5,896 sellout	Totem Onelove
21	\$451,986 (£288.525) \$58.75	STATUS QUO, ROY WOOD, KIM WILDE O2 Arena, London, Dec. 11	7,694 8,615	Live Nation
22	\$451,575 \$49.75/\$25	JASON ALDEAN, LUKE BRYAN, LAUREN ALAINA Crown Coliseum, Fayetteville, N.C., Jan. 21	10,143 sellout	Live Nation
23	\$442,384 \$49.75/\$25	BLAKE SHELTON, JUSTIN MOORE, DIA FRAMPTON Arena at Gwinnett Center, Duluth, Ga., Jan. 27	8,865 sellout	Police Productions
24	\$438,672 \$89.50/\$69.50/ \$59.50/\$49.50	JEFF DUNHAM The Colosseum at Caesars Palace, Las Vegas, Dec. 2-3	6,458 780 two shows one sellout	Concerts West/AEG Live
25	\$434,213 \$49.75/\$25	JASON ALDEAN, LUKE BRYAN, LAUREN ALAINA ASU Convocation Center, Jonesboro, Ark., Feb. 3	9,895 sellout	Live Nation
26	\$432,845 \$131.50/\$56	STING Wells Fargo Theatre, Denver, Nov. 20	4,527 sellout	Live Nation Global Touring
27	\$430,608 (£440.249 Canadian) \$109.41/\$54.15	PAUL ANKA The Colosseum at Caesars, Windsor, Ontario, Dec. 10	4,514 4,934	C3 Presents, Caesars World Entertainment
28	\$429,535 (£445.896 Canadian) \$144.01/\$66.95	ANDRÉ RIEU Beli Centre, Montreal, Nov. 23	4,711 5,888	André Rieu Productions, Evenko
29	\$425,028 \$69.50/\$45.50	TOOL, INTRONAUT Reno Events Center, Reno, Nev., Jan. 14	6,264 sellout	Goldenvoice/AEG Live
30	\$424,419 \$250/\$175/ \$99.50	DRAKE The Joint, Hard Rock Hotel, Las Vegas, Jan. 1	4,139 sellout	Concerts West/AEG Live
31	\$420,909 (£408.860 Australian) \$86.58	ARCTIC MONKEYS, VIOLENT SOHO, MILES KANE Hordern Pavilion, Sydney, Jan. 12	5,300 sellout	Frontier Touring
32	\$406,649 \$75/\$60/\$40/ \$26	ALL STARS OF HIP HOP: RAKIM, DOUG E FRESH & OTHERS Atlantic City Boardwalk Hall, Atlantic City, N.J., Jan. 15	7,397 7,641	Platinum Productions
33	\$402,600 \$50	KEVIN HART Mohegan Sun Arena, Uncasville, Conn., Dec. 31	8,052 8,256	In-house
34	\$398,134 (£396.617 Australian) \$80.74	THE KOOKS, TOUCAN Hordern Pavilion, Sydney, Jan. 6	5,408 sellout	Chugg Entertainment
35	\$395,151 \$61.50/\$43	ZAC BROWN BAND, SONIA LEIGH, NIC COWAN Maverik Center, West Valley City, Utah, Jan. 21	7,004 9,966	AEG Live, United Concerts



Desert wind: AMOS LEE performing at the Fox Theatre in Tucson, Ariz.

Fresh Vantage Point

'Artists Den' creator Mark Lieberman reimagines how live music can be presented

Now in its fourth season on PBS, "Live From the Artists Den" is ready for its coming-out party in 2012.

The show made a splash with its Feb. 3 season debut, presenting a performance by Adele at the Santa Monica Bay Woman's Club in Santa Monica, Calif. The episode was shot a year ago during the same week as the U.S. release of 21, which went on to become the top-selling album of 2011.

"It's a portrayal of an artist that went on to have an unbelievable, record-breaking year," creator/executive producer Mark Lieberman says.

It was a fortuitous programming win for a show that has established itself in the artist community as a coveted gig to play. And it showed off all the key elements that have made the series a widely admired creative success: an accomplished artist in a nontraditional venue before an intimate, appreciative audience of invited guests, accompanied by an interview conducted by music critic and Artists Den director of programming Alan Light.

Another example of the show's synergy involves Amos Lee. The singer/songwriter had a banner year in 2011, opening for Adele on her U.K. tour and releasing his acclaimed album *Mission Bell*, which debuted at No. 1 on the Billboard 200.

Lee, who recorded *Mission Bell* in Tucson, Ariz., with Calixto and other guest artists, makes his home in Philadelphia, so the Artists Den initially thought to present him in a cool Philly venue. But Lee expressed a desire to return to the Arizona desert, and Tucson's recently refurbished Fox Theatre fit the bill. His performance with Calixto at the Fox airs March 2.

"After a very successful year, I couldn't think of a better platform than 'Live From the Artists Den' to showcase this project, to come full circle with the Calixto boys and document the journey where it all started: Tucson, Ariz.," says Perry Greenfield, Lee's co-manager at Red Light Management. "Alan, Mark and the team's attention to detail, marketing sensibilities and quality control has put them at the forefront of music programming. It was an honor to be a part of it."

Other acts to be featured in season four include the Fray, Death Cab for Cutie, Kid Rock and Iron & Wine. Shot in high definition, the series is presented by WLIW in association with WNET New York Public Media and is distributed by American Public Television.

Lieberman's emergence as a champion of live music is as unorthodox as the show's programming approach. During his decade-plus career in investment banking and private equity, the lifelong music fanatic began hosting shows in his living room, where he realized there was something special about seeing musicians performing in nontraditional settings. He eventually expanded the concept by staging shows in other unusual venues, like old synagogues and churches and private homes, and invited people to discover bands considered worthy of the show.

In 2008, "Live From the Artists Den" jumped to TV on satellite channel Ovation, before making its PBS debut in 2009. Among the acts to perform under the "Artists Den" banner are Robert Plant, Ray LaMontagne, Elvis Costello, Ringo Starr, Tori Amos, Alanis Morissette, Crowded House, the Black Crowes, Ben Harper, Regina Spektor, Corinne Bailey Rae and David Gray.

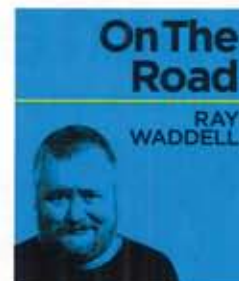
Through it all, Lieberman says the target audience has remained the same: "a crowd that loves music, but has sort of stopped going out to discover it."

Capacity at most "Artists Den" shows is in the 400-500 range, and the tickets are free. Attendees come from a database of about 100,000 music fans that the producers built through the years.

"We send one email once a month when we do a show, and the email just says 'secret show,'" Lieberman says. "We get about a 40% open rate, and somewhere between five and 15,000 people sign up for tickets."

Dating back to the days before it was on TV, "Live From the Artists Den" has been supported by low-key sponsorships and has released well-received DVDs and CDs of shows on Artists Den Records, which has anywhere from two to eight products on its annual release calendar. Today, the show can be viewed, through Northstar Media, in Germany, Australia, New Zealand, Canada and Latin America. The series has also become a big deal online, where viewers can pre-view clips and watch select episodes on Hulu.

"For the artists," Lieberman says, "it's about doing something different, about doing something inspiring, reimagining the way music should be presented, and what that does is consistently create a unique version of the artist's work."



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